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Rule 12g3-2(b) File No. 82-34680

January 31, 2004

## By Federal Express

Office of International Corporate Finance Division of Corporate Finance Securities and Exchange Commission 450 Fifth Street, N.W. Washington, D.C. 20549 U.S.A.

Attention: Ms. Amy O'Brien





THOMSON FINANCIAL



Re: File No. 82-34680/Sumitomo Corporation Submission of Information Required Under Rule 12g3-2(b) of the Securities Exchange Act of 1934, as amended.

Dear Ms. O'Brien:

On behalf of Sumitomo Corporation (the "<u>Company</u>"), I am furnishing herewith the following information pursuant to Rule 12g3-2(b)(1)(iii) (the "<u>Rule</u>") under the Securities Exchange Act of 1934, as amended (the "<u>Exchange Act</u>").

Enclosed herewith please find a copy of the following document:

1. Brief Statements of Quarterly Financial Results dated January 30, 2004 (Consolidated basis. USGAAP) [English translation].

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This letter, together with the enclosure[s], shall not be deemed to be "filed" with the Commission or otherwise subject to the liabilities of Section 18 of the Exchange Act, nor shall the submission of this letter and the enclosed materials constitute an admission for any purpose that the Company is subject to the Exchange Act.

Kindly acknowledge receipt of this letter and the enclosures by stamping the enclosed copy of this letter and returning it to me via the enclosed pre-paid Federal Express envelope and label.

Very truly yours,

Tetsuro Fukumoto

General Manager, Investor Relations Dept.

Sumitomo Corporation

(Tel:81(3)-5166-3452, Fax: 81(3)-5166-6292).

## Highlights of consolidated quarterly results 2003 (Third quarter ended December 31, 2003)

[Prepared on the basis of accounting principles generally accepted in the United States of America]

## Sumitomo Corporation

Unit: 100 millions of yen (rounded to the nearest 100 million)

| Citt. 100 millions of yen (round   |                     |                              | ····                            |  |            |  |                      |  |                         |
|--|---------------------|------------------------------|---------------------------------|--|------------|--|----------------------|--|-------------------------|
| G  |                     | 1ths ended<br>1, 2003        | Nine months<br>ended<br>Dec.31, | increase/                                    | (decrease) | Summary of the results for the nine months (April 1, 2003-December 31, 2003)   | Annual targets       | Results of<br>the previous<br>fisical year | increase/<br>(decrease) |
| Consolidated Income  | (03/4-12)<br>(A)    | Third quarter<br>('03/10-12) | 2002<br>('02/4-12)<br>(B)       | amount (A)-(B)                               | percentage | in comparison with the same period of<br>the previous year   | ('03/4-'04/3)<br>(C) | ('02/4-'03/3)<br>(D)                       | (C)-(D)                 |
|  | 34.14 × C.19 × C.1. | <u> </u>                     | <u> </u>                        | <u>(                                    </u> |            |  |                      | <u> </u>                                   | (-/ (-/                 |
| Total trading transactions   | 64,771              | 21,436                       | 65,429                          | (658)  | (1.0%)     | Total trading transactions Decreased due to the appreciation of the yen  | 91,000               | 92,296                                     | (1,296)                 |
| Gross trading profit   | 3,652               | 1,228                        | 3,566                           | 86   | 2.4%       | Gross trading profit (Businesses which showed strong performances) - Acquisition of steel products business from   | 5,000                | 4,964                                      | 36                      |
| Selling, general and administrative expenses   | (3,099)             | (1,028)                      | (3,013)                         | (86)   | (2.9%)     | Nichimen Corporation • Automobile lease & finance business in Japan and Asia   | (4,120)              | (4,063)                                    | (57)                    |
| (Provision for)/reversal of<br>allowance for doubtful<br>receivables   | (12)                | (2)                          | 22                              | (34)   | _          | Automobile distributor business in Turkey     Retail businesses including Summit     (food supermarket chain)     Recommencement of the power plant project in     Indonesia | (30)                 | (8)  | (22)                    |
| Operating income   | 541                 | 198                          | 575                             | (34)   | (5.9%)     | (Businesses which showed weak performances) • Decrease of condominiums sales in Tokyo  | 850                  | 893  | (43)                    |
| Interest expense,<br>net of interest income  | (38)                | (15)                         | (49)                            | 11   | 23.2%      | Metropolitan area compared with the same period of the previous year which showed strong performance.  PVC pipe business in the U.S.  Coal business in Australia             | (50)                 | (60)                                       | 10                      |
| Dividends  | 59                  | 18.                          | 48                              | 11   | 22.4%      | Selling, general and administrative expenses   | 70                   | 64   | 6                       |
| Gain on sale of marketable securities and investments, net   | 194                 | 58                           | 56                              | 138  | 246.5%     | Increase in personnel expenses due to<br>an increase of retirement benefit expenses<br>and the expansion of business activities<br>at subsidiaries                           |                      | 167  |                         |
| Valuation loss on marketable securities and investments  | (21)                | 0                            | (144)                           | 123  | 85.4%      | Interest expense, net of interest income Improved due to lower U.S. dollar interest rates  | (40)                 | (661)                                      | 668                     |
| Gain on sale of property and equipment, net  | 135                 | 122                          | 39                              | 95   | 241.8%     | Gain on sale of marketable securities and investments, net  • Sales of securities mainly of financial institutions   |                      | 33   |                         |
| Other, net   | (68)                | (5)                          | 32                              | (101)  | -          | Valuation loss on marketable securities  |                      | (247)                                      | )                       |
| Income before income taxes, minority interests in earnings of subsidiaries, and equity in earnings of associated companies | 802                 | 375                          | 558                             | 244  | 43.7%      | and investments  *Losses on overseas information and telecommunication related investments were recorded during the same period of   | 830                  | 188  | 642                     |
| Income taxes   | (352)               | (170)                        | (222)                           | (129)  | (58.1%)    | the previous year  Gain on sale of property and equipment, net  Sales of commercial rent premises  | (360)                | 60   | (420)                   |
| Income before minority interests in<br>earnings of subsidiaries and equity in<br>earnings of associated companies          | 450                 | 205                          | 336                             | 115  | 34.2%      | Other, net Settlement paid on copper trading litigation  | 470                  | 249  | 221                     |
| Minority interests in earnings of subsidiaries   | (47)                | (13)                         | (43)                            | . (4)  | (9.2%)     | Settlement received on copper trading litigation during the same period of the previous year   | (70)                 | (64)                                       | (6)                     |
| Equity in earnings of associated companies   | 154                 | 61                           | 74                              | 80   | 107.6%     | Improvements in Jupiter Telecommunications, Batu Hijau Project   | 200                  | 98   | 102                     |
| Net income   | 557                 | 253                          | 366                             | 190  | 52.0%      | Strong performances in Sumisho Lease, Jupiter Programming, etc.  | 600                  | 283  | 317                     |
| Calculation for reference*   | 487                 | 179                          | 394                             | 93   | 23.5%      |  | 722                  | 622  | 100                     |

<sup>\*</sup>Calculation: (Gross trading profit-Selling, general and administrative expenses-Interest expenses, net of interest income+Dividends)×58%+Equity in earnings of associated companies Note: Operating income is presented in a manner customarily used in Japan solely for Japanese investors' purposes.

#### Caution Concerning Forward-Looking Statements

This report includes forward-looking statements relating to our future plans, objectives, expectations and intentions. The forward-looking statements reflect management's current assumptions and expectations of future events, and accordingly, they are inherently susceptible to uncertainties and changes in circumstances and are not guarantees of future performance. Actual results may differ materially, for a wide range of possible reasons, including general industry and market conditions and general international economic conditions. In light of the many risks and uncertainties, you are advised not to put undue reliance on these statements. The Company is under no obligation — and expressly disclaims any such obligation — to update or alter its forward-looking statements.

# Sumitomo Corporation

Unit: 100 millions of yen (rounded to the nearest 100 million)

|   | Gro                                   | ss trading pr                         | ofit                    | Op                                    | perating inco                         | me                      |                                       | Net income                            |                         |
|---|---------------------------------------|---------------------------------------|-------------------------|---------------------------------------|---------------------------------------|-------------------------|---------------------------------------|---------------------------------------|-------------------------|
| Segment Information                             | Nine months<br>ended<br>Dec. 31, 2003 | Nine months<br>ended<br>Dec. 31, 2002 | increase/<br>(decrease) | Nine months<br>ended<br>Dec. 31, 2003 | Nine months<br>ended<br>Dec. 31, 2002 | increase/<br>(decrease) | Nine months<br>ended<br>Dec. 31, 2003 | Nine months<br>ended<br>Dec. 31, 2002 | increase/<br>(decrease) |
| Metal Products                                  | 320                                   | 277                                   | 43                      | 101                                   | 81                                    | 20                      | 63.                                   | 67                                    | (3)                     |
| Transportation & Construction Systems           | 736                                   | 638                                   | 98                      | 168                                   | 127                                   | 41                      | 95                                    | 64                                    | 31                      |
| Machinery & Electric                            | 162                                   | 135                                   | 28                      | (10)                                  | (39)                                  | 29                      | 1                                     | (21)                                  | 22                      |
| Media, Electronics & Network                    | 284                                   | 273                                   | 11                      | 26                                    | 6                                     | 20                      | 48                                    | (41)                                  | 89                      |
| Chemical  | 165                                   | 177                                   | (12)                    | 19                                    | 24                                    | (5)                     | 13                                    | 20                                    | (7)                     |
| Mineral Resources & Energy                      | 196                                   | 229                                   | (33)                    | 5                                     | 27                                    | (22)                    | 40                                    | 27                                    | 13                      |
| Consumer Goods & Service                        | 669                                   | 643                                   | 26                      | 67                                    | 77                                    | (10)                    | 36                                    | 36                                    | 0                       |
| Materials & Real Estate                         | 357                                   | 374                                   | (17)                    | 81                                    | 149                                   | (68)                    | 107                                   | 59                                    | 48                      |
| Financial & Logistics                           | 108                                   | 107                                   | 1                       | 5                                     | 7                                     | (1)                     | 15                                    | 11                                    | 4                       |
| Domestic Regional Business<br>Units and Offices | 291                                   | 374                                   | (83)                    | 27                                    | 35                                    | (8)                     | 19                                    | 9                                     | 10                      |
| Overseas Subsidiaries and Branches              | 411                                   | 416                                   | (5)                     | 50                                    | 40                                    | 9                       | 49                                    | 45                                    | 4                       |
| Segment Total                                   | 3,700                                 | 3,642                                 | 57                      | 540                                   | 535                                   | 6                       | 486                                   | 276                                   | 210                     |
| Corporate and Eliminations                      | (47)                                  | (76)                                  | 29                      | 1                                     | 41                                    | (39)                    | 71                                    | 90                                    | (19)                    |
| Consolidated                                    | 3,652                                 | 3,566                                 | 86                      | 541                                   | 575                                   | (34)                    | 557                                   | 366                                   | 190                     |

Note: Operating income is presented in a manner customarily used in Japan solely for Japanese investors' purposes.

| Assets and Liabilities              | As of Dec.31, 2003 | As of Mar.31, 2003 | increase/<br>(decrease) | Summary   |
|-------------------------------------|--------------------|--------------------|-------------------------|---|
| Total assets                        | 48,793             | 48,637             | 156                     | Shareholders' equity ratio  Improved by 1.8 points, due to the increase of shareholders' equity   |
| Total shareholders' equity          | 7,165              | 6,263              | 903                     | affected by the increase of retained earnings and net unrealized holding gains on securities available-for-sale, while total assets also increased by the investments for the expansion of the earnings base. |
| Shareholders' equity ratio          | 14.7%              | 12.9%              | 1.8pt                   | Working Capital   |
| Working Capital                     | 4,357              | 3,469              | 889                     | Increased as a result of shifting partly from short-term funding to long-term funding and keeping the level of liquidity.   |
| Interest - bearing liabilities, net | 24,440             | 25,028             | (588)                   | Debt - equity ratio, net (times)  |
| Debt - equity ratio, net (times)    | 3.4                | 4.0                | (0.6pt)                 | Improved by 0.6 points, due to the decrease of interest-<br>bearing liabilities and increase of shareholders' equity.   |

## Consolidated quarterly results 2003 (Third quarter ended December 31, 2003)

[Prepared on the basis of accounting principles generally accepted in the United States of America]



#### Sumitomo Corporation

(URL http://www.sumitomocorp.co.jp/english)

Stock Exchange code No. 8053
(The first sections of Tokyo and Osaka Stock Exchanges)
President & CEO, Motoyuki Oka
For further information contact:
Keiji Nakajima, Corporate Communications Dept. Tel.+81-3-5166-3089
Makoto Nakamura, Accounting Controlling Dept. Tel.+81-3-5166-3354

#### 1. Consolidated results for the nine-month period (April 1, 2003-December 31, 2003)

|                            | Nine month        | is ended Decemb                     | er 31, 2003                           | Nine months            | . ,                     |
|----------------------------|-------------------|-------------------------------------|---------------------------------------|------------------------|-------------------------|
|                            | Total             | Six months<br>ended<br>Sep.30, 2003 | Three months<br>ended<br>Dec.31, 2003 | ended<br>Dec. 31, 2002 | increase/<br>(decrease) |
|                            | (millions of yen) | (millions of yen)                   | (millions of yen)                     | (millions of yen)      | (millions of yen)       |
| Total Trading Transactions | 6,477,131         | 4,333,556                           | 2,143,575                             | 6,542,937              | (65,806)                |
| Gross Trading Profit       | 365,210           | 242,404                             | 122,806                               | 356,567                | 8,643                   |
| Operating Income           | 54,146            | 34,330                              | 19,816                                | 57,522                 | (3,376)                 |
| Net Income                 | 55,652            | 30,378                              | 25,274                                | 36,617                 | 19,035                  |

| Annual Targets<br>Year ending Mar. 31, 20 | 04  |
|---|-----|
| (millions of ye                           | en) |
| 9,100,000                                 |     |
| 500,000                                   |     |
| 85,000                                    |     |
| 60,000                                    |     |

|                            | As of Dec.31, 2003 | As of<br>Mar.31, 2003 | increase/<br>(decrease) |
|----------------------------|--------------------|-----------------------|-------------------------|
|                            | (millions of yen)  | (millions of yen)     | (millions of yen)       |
| Total Assets               | 4,879,279          | 4,863,695             | 15,584                  |
| Total Shareholders' Equity | 716,537            | 626,250               | 90,287                  |
| Shareholders' Equity Ratio | 14.7%              | 12.9%                 | 1.8%                    |

Notes 1) These consolidated results are prepared on the basis of accounting principles generally accepted in the United States of America.

- 2) The results of the third quarter are not audited by independent public accountants.
- 3) Third quarter : Number of consolidated subsidiaries; 561, Number of equity method applied associated companies; 211

  Previous fiscal year: Number of consolidated subsidiaries; 534, Number of equity method applied associated companies; 187
- 4) Amounts are rounded to the nearest million.
- 5) Operating income is presented in a manner customarily used in Japan solely for Japanese investors' purposes.

#### 2. Operating results for the nine-month period (April 1, 2003-December 31, 2003)

The Company's consolidated total trading transactions for the nine months ended December 31, 2003 was 6,477.1 billion yen, a 1.0% decrease from the same period of the previous year, reflecting the appreciation of the yen.

Gross trading profit increased by 8.6 billion yen to 365.2 billion yen. By segment, in Metal Products, acquisition of steel products business from Nichimen Corporation contributed and in Transportation & Construction Systems, automobile lease and finance business in Japan and Asia expanded. In Consumer Goods & Service, retail businesses including Summit, the food supermarket chain, showed continuous strong performances.

Selling, general and administrative expenses increased by 8.6 billion yen and provision for doubtful receivables increased by 3.4 billion yen. On the other hand, gain on marketable securities and investments, net, gain on sale of property and equipment, net, and equity in earnings of associated companies improved.

As a result, net income for the nine months ended December 31, 2003 totaled 55.7 billion yen, an increase of 19 billion yen or representing 52% increase from the same period of the previous year.

#### Caution Concerning Forward-looking Statements

This report includes forward-looking statements relating to our future plans, objectives, expectations and intentions. The forward-looking statements reflect management's current assumptions and expectations of future events, and accordingly, they are inherently susceptible to uncertainties and changes in circumstances and are not guarantees of future performance. Actual results may differ materially, for a wide range of possible reasons, including general industry and market conditions and general international economic conditions. In light of the many risks and uncertainties, you are advised not to put undue reliance on these statements. The Company is under no obligation -- and expressly disclaims any such obligation -- to update or alter its forward-looking statements.

|  |   |                                     |   | Million                              | 1s o | fyen                                |   |                                     | Millions of U.S. Dollars 2003 |                                 |
|--|---|-------------------------------------|---|--------------------------------------|------|-------------------------------------|---|-------------------------------------|-------------------------------|---------------------------------|
|  |   |                                     |   | 2003                                 | _    |                                     |   | 2002                                |                               |                                 |
|  |   | Six months<br>ended<br>September 30 |   | Three months<br>ended<br>December 31 |      | Nine months<br>ended<br>December 31 | _ | Nine months<br>ended<br>December 31 |                               | ne months<br>ended<br>cember 31 |
| Gross trading profit (from total trading transactions:         | ¥ | 242,404                             | ¥ | 122,806                              | ¥    | 365,210                             | ¥ | 356,567                             | \$                            | 3,413                           |
| 2003, Six months ended Sept.30; ¥4,333,556                     |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| Three months ended Dec.31; ¥2,143,575                          |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| Nine months ended Dec.31; ¥6,477,131 (\$60,534 million);       |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| 2002, Nine months ended Dec.31; ¥6,542,937 million)            |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| Other income (expenses):                                       |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| Selling, general and administrative expenses                   |   | (207,116)                           |   | (102,796)                            |      | (309,912)                           |   | (301,282)                           |                               | (2,896)                         |
| (Provision for)/reversal of allowance for doubtful receivables |   | (958)                               |   | (194)                                |      | (1,152)                             |   | 2,237                               |                               | (11                             |
| Interest expense, net of interest income                       |   | (2,325)                             |   | (1,469)                              |      | (3,794)                             |   | (4,942)                             |                               | (35)                            |
| Dividends  |   | 4,146                               |   | 1,767                                |      | 5,913                               |   | 4,830                               |                               | 55                              |
| Gain (loss) on marketable securities and investments, net      |   | 11,500                              |   | 5,776                                |      | 17,276                              |   | (8,775)                             |                               | 161                             |
| Gain on sale of property and equipment, net                    |   | 1,327                               |   | 12,161                               |      | 13,488                              |   | 3,946                               |                               | 126                             |
| Settlement (paid)/received on copper trading litigation        |   | (4,851)                             |   | (47)                                 |      | (4,898)                             |   | 2,022                               |                               | (46)                            |
| Other, net   |   | (1,469)                             |   | (478)                                |      | (1,947)                             |   | 1,187                               | _                             | (18)                            |
| Total  |   | (199,746)                           |   | (85,280)                             | _    | (285,026)                           |   | (300,777)                           |                               | (2,664)                         |
| Income before income taxes, minority interests in earnings     |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| of subsidiaries, and equity in earnings of                     |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| associated companies   |   | 42,658                              |   | 37,526                               | _    | 80,184                              | _ | 55,790                              |                               | 749                             |
| Income taxes   |   | (18,119)                            |   | (17,042)                             |      | (35,161)                            |   | (22,236)                            |                               | (328)                           |
| Income before minority interests in earnings of subsidiaries   |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| and equity in earnings of associated companies                 |   | 24,539                              | — | 20,484                               | _    | 45,023                              |   | 33,554                              |                               | 421                             |
| and equally in our image of decorated companies                |   | 21,000                              |   | 20,101                               |      | 10,020                              |   | 00,001                              |                               |                                 |
| Minority interests in earnings of subsidiaries                 |   | (3,397)                             |   | (1,342)                              |      | (4,739)                             |   | (4,340)                             |                               | (44)                            |
| Equity in earnings of associated companies                     |   | 9,236                               |   | 6,132                                |      | 15,368                              |   | 7,403                               |                               | 143                             |
| Net income   | ¥ | 30,378                              | ¥ | 25,274                               | ¥    | 55,652                              | ¥ | 36,617                              | \$                            | 520                             |
|  |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| Disclosure of comprehensive income (loss):                     |   |                                     |   |                                      | _    |                                     | _ |                                     |                               |                                 |
| Net income for the period                                      |   | 30,378                              |   | 25,274                               |      | 55,652                              |   | 36,617                              |                               | 520                             |
| Other comprehensive income (loss), net of tax:                 |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| Net unrealized holding gains/(losses) on securities            |   |                                     |   |                                      |      |                                     |   |                                     |                               |                                 |
| available-for-sale   |   | 50,420                              |   | 8,820                                |      | 59,240                              |   | (37,062)                            |                               | 554                             |
| Foreign currency translation adjustments                       |   | 4,173                               |   | (19,433)                             |      | (15,260)                            |   | (11,553)                            |                               | (143                            |
| Net unrealized gains (losses) on derivatives                   |   | (198)                               |   | 114                                  | _    | (84)                                |   | 87                                  |                               | (1                              |
| Comprehensive income (loss) for the period                     | ¥ | 84,773                              | ¥ | 14,775                               | ¥    | 99,548                              | ¥ | (11,911)                            | \$                            | 930                             |

The U.S. Dollar amounts represent translations of Japanese yen amounts at the rate of \$107=US\$1.

|   |       | Millions      | of Yen |             | Millions of U.S. Dollar |              |  |
|---|-------|---------------|--------|-------------|-------------------------|--------------|--|
|   | Decer | nber 31, 2003 | Mar    | ch 31, 2003 | Decemb                  | oer 31, 2003 |  |
| ASSETS  |       |               |        |             |                         |              |  |
| Current assets:   |       |               |        |             |                         |              |  |
| Cash and cash equivalents                                     | ¥     | 289,312       | ¥      | 324,358     | \$                      | 2,704        |  |
| Time deposits   |       | 5,629         |        | 3,360       |                         | 53           |  |
| Marketable securities   |       | 2,807         |        | 7,643       |                         | 26           |  |
| Receivables—trade   |       |               |        |             |                         |              |  |
| Notes and loans   |       | 280,869       |        | 270,737     |                         | 2,625        |  |
| Accounts  |       | 1,076,428     |        | 1,095,814   |                         | 10,060       |  |
| Associated companies  |       | 140,949       |        | 138,329     |                         | 1,317        |  |
| Allowance for doubtful receivables                            |       | (9,402)       |        | (9,762)     |                         | (88)         |  |
| Inventories   |       | 419,484       |        | 413,091     |                         | 3,920        |  |
| Deferred income taxes   |       | 27,779        |        | 29,273      |                         | 260          |  |
| Advance payments to suppliers                                 |       | 69,963        |        | 47,802      |                         | 654          |  |
| Other current assets  |       | 159,013       |        | 116,129     |                         | 1,486        |  |
| Total current assets  |       | 2,462,831     |        | 2,436,774   |                         | 23,017       |  |
| Investments and long-term receivables:                        |       |               |        |             |                         |              |  |
| Investments in and advances to associated companies           |       | 402,087       |        | 375,743     |                         | 3,758        |  |
| Other investments   |       | 456,979       |        | 413,572     |                         | 4,271        |  |
| Long-term receivables   |       | 669,726       |        | 666,049     |                         | 6,259        |  |
| Allowance for doubtful receivables                            |       | (66,653)      |        | (76,185)    |                         | (623)        |  |
| Total investments and long-term receivables                   |       | 1,462,139     |        | 1,379,179   |                         | 13,665       |  |
| Property and equipment, at cost less accumulated depreciation |       | 728,849       |        | 761,016     |                         | 6,812        |  |
| Other assets  |       | 225,460       |        | 286,726     |                         | 2,107        |  |
| Total   | ¥     | 4,879,279     | ¥      | 4,863,695   | \$                      | 45,601       |  |

The U.S. Dollar amounts represent translations of Japanese yen amounts at the rate of \$107=US\$1.

| \$                                      |        | Millions of Yen |     |             |              |                                 |  |
|---|--------|-----------------|-----|-------------|--------------|---------------------------------|--|
|   | Decemb | er 31, 2003     | Mar | ch 31, 2003 |              | of U.S. Dollars<br>per 31, 2003 |  |
| LIABILITIES AND SHAREHOLDERS' EQUITY    |        |                 |     |             |              |                                 |  |
| Current liabilities:                    |        |                 |     |             |              |                                 |  |
| Short-term debt                         | ¥      | 478,649         | ¥   | 615,840     | \$           | 4,473                           |  |
| Current maturities of long-term debt    |        | 411,400         |     | 382,164     |              | 3,845                           |  |
| Payables—trade                          |        |                 |     |             |              |                                 |  |
| Notes and acceptances                   |        | 129,195         |     | 115,189     |              | 1,207                           |  |
| Accounts                                |        | 715,320         |     | 728,680     |              | 6,685                           |  |
| Associated companies                    |        | 31,989          |     | 25,565      |              | 299                             |  |
| Income taxes                            |        | 10,781          |     | 17,075      |              | 101                             |  |
| Accrued expenses                        |        | 45,599          |     | 47,695      |              | 426                             |  |
| Advances from customers                 |        | 85,371          |     | 60,462      |              | 798                             |  |
| Other current liabilities               |        | 118,804         |     | 97,245      |              | 1,111                           |  |
| Total current liabilities               |        | 2,027,108       |     | 2,089,915   |              | 18,945                          |  |
| Long-term debt, less current maturities |        | 2,037,902       |     | 2,045,957   | ř            | 19,046                          |  |
| Accrued pension and retirement benefits | •      | 9,425           |     | 9,075       |              | 88                              |  |
| Deferred income taxes                   |        | 8,594           |     | 3,914       |              | 80                              |  |
| Minority interests                      |        | 79,713          |     | 88,584      |              | 745                             |  |
| Shareholders' equity:                   |        |                 |     |             |              |                                 |  |
| Common stock                            |        | 169,439         |     | 169,439     |              | 1,584                           |  |
| Additional paid-in capital              |        | 189,548         |     | 189,548     |              | 1,771                           |  |
| Retained earnings                       |        |                 |     |             |              |                                 |  |
| Appropriated for legal reserve          |        | 17,686          |     | 17,686      |              | 165                             |  |
| Unappropriated                          |        | 364,838         |     | 317,694     | <del>-</del> | 3,410                           |  |
|   |        | 382,524         |     | 335,380     |              | 3,575                           |  |
| Accumulated other comprehensive loss    |        | (23,472)        |     | (67,368)    |              | (219)                           |  |
| Treasury stock, at cost                 |        | (1,502)         |     | (749)       |              | (14)                            |  |
| Total shareholders' equity              |        | 716,537         |     | 626,250     |              | 6,697                           |  |
| Total                                   | ¥      | 4,879,279       | ¥   | 4,863,695   | \$           | 45,601                          |  |

The U.S. Dollar amounts represent translations of Japanese yen amounts at the rate of ¥107=US\$1.

Nine-month periods ended December 31, 2003 and 2002

(Unaudited)

| Operating segments:                          | Millions of Yen |                            |   |                        |               |        |    |                                     |  |  |  |
|--|-----------------|----------------------------|---|------------------------|---------------|--------|----|-------------------------------------|--|--|--|
| 2003: Segment                                |                 | Total trading transactions |   | ross trading<br>profit | Net<br>income |        | As | of December 31<br>Segment<br>assets |  |  |  |
| Metal Products                               | ¥               | 720,606                    | ¥ | 32,027                 | ¥             | 6,327  | ¥  | 392,200                             |  |  |  |
| Transportation & Construction Systems        |                 | 937,592                    |   | 73,594                 |               | 9,505  |    | 797,758                             |  |  |  |
| Machinery & Electric                         |                 | 898,815                    |   | 16,212                 |               | 86     |    | 420,018                             |  |  |  |
| Media, Electronics & Network                 |                 | 268,772                    |   | 28,398                 |               | 4,767  |    | 369,097                             |  |  |  |
| Chemical                                     |                 | 306,470                    |   | 16,539                 |               | 1,295  |    | 179,735                             |  |  |  |
| Mineral Resources & Energy                   |                 | 1,029,054                  |   | 19,646                 |               | 3,976  |    | 326,202                             |  |  |  |
| Consumer Goods & Service                     |                 | 628,725                    |   | 66,899                 |               | 3,575  |    | 301,205                             |  |  |  |
| Materials & Real Estate                      |                 | 274,061                    |   | 35,707                 |               | 10,692 |    | 585,973                             |  |  |  |
| Financial & Logistics                        |                 | 64,083                     |   | 10,781                 |               | 1,544  |    | 185,464                             |  |  |  |
| Domestic Regional Business Units and Offices |                 | 810,122                    |   | 29,050                 |               | 1,900  |    | 374,443                             |  |  |  |
| Overseas Subsidiaries and Branches           |                 | 862,889                    |   | 41,103                 |               | 4,930  |    | 505,330                             |  |  |  |
| Segment Total                                |                 | 6,801,189                  |   | 369,956                |               | 48,597 |    | 4,437,425                           |  |  |  |
| Corporate and Eliminations                   |                 | (324,058)                  |   | (4,746)                |               | 7,055  |    | 441,854                             |  |  |  |
| Consolidated                                 | ¥               | 6,477,131                  | ¥ | 365,210                | ¥             | 55,652 | ¥  | 4,879,279                           |  |  |  |

During the period, Construction & Real Estate business in "Domestic Regional Business Units and Offices" was reorganized to "Materials & Real Estate". The following effects of the reorganization are included in "Materials & Real Estate".

Total trading transactions ¥33,570 millions, Gross trading profit ¥ 7,806 millions,

Net income

¥ 6,993 millions, Segment assets

¥150,309millions

|  | Millions of Yen |              |   |               |     |                          |   |               |  |  |  |
|--|-----------------|--------------|---|---------------|-----|--------------------------|---|---------------|--|--|--|
| 2002:  | Total trading   |              |   | Gross trading | Net | As of March 3<br>Segment |   |               |  |  |  |
| Segment                                      | t               | transactions |   | profit        |     | income                   |   | <u>assets</u> |  |  |  |
| Metal Products                               | ¥               | 674,573      | ¥ | 27,709        | ¥   | 6,664                    | ¥ | 344,055       |  |  |  |
| Transportation & Construction Systems        |                 | 932,921      |   | 63,825        |     | 6,406                    |   | 764,872       |  |  |  |
| Machinery & Electric                         |                 | 938,825      |   | 13,459        |     | (2,069)                  |   | 451,214       |  |  |  |
| Media, Electronics & Network                 |                 | 265,721      |   | 27,309        |     | (4,123)                  |   | 339,205       |  |  |  |
| Chemical                                     |                 | 286,283      |   | 17,689        |     | 2,036                    |   | 186,508       |  |  |  |
| Mineral Resources & Energy                   |                 | 1,004,302    |   | 22,899        |     | 2,662                    |   | 309,513       |  |  |  |
| Consumer Goods & Service                     |                 | 653,490      |   | 64,253        |     | 3,583                    |   | 271,461       |  |  |  |
| Materials & Real Estate                      |                 | 306,998      |   | 37,441        |     | 5,934                    |   | 449,586       |  |  |  |
| Financial & Logistics                        |                 | 79,989       |   | 10,678        |     | 1,129                    |   | 161,539       |  |  |  |
| Domestic Regional Business Units and Offices |                 | 948,120      |   | 37,363        |     | 884                      |   | 569,789       |  |  |  |
| Overseas Subsidiaries and Branches           |                 | 818,182      |   | 41,590        |     | 4,531                    |   | 503,706       |  |  |  |
| Segment Total                                |                 | 6,909,404    |   | 364,215       |     | 27,637                   |   | 4,351,448     |  |  |  |
| Corporate and Eliminations                   |                 | (366,467)    |   | (7,648)       |     | 8,980                    |   | 512,247       |  |  |  |
| Consolidated                                 | ¥               | 6,542,937    | ¥ | 356,567       | ¥   | 36,617                   | ¥ | 4,863,695     |  |  |  |

|  | Millions of U.S.Dollars |                             |                      |       |    |               |    |                                      |  |  |
|--|-------------------------|-----------------------------|----------------------|-------|----|---------------|----|--------------------------------------|--|--|
| 2003: Segment                                |                         | otal trading<br>cansactions | Gross trading profit |       |    | Net<br>income | As | of September 30<br>Segment<br>assets |  |  |
| Metal Products                               | \$                      | 6,735                       | \$                   | 299   | \$ | 59            | \$ | 3,665                                |  |  |
| Transportation & Construction Systems        |                         | 8,764                       |                      | 688   |    | 89            |    | 7,456                                |  |  |
| Machinery & Electric                         |                         | 8,400                       |                      | 152   |    | 1             |    | 3,925                                |  |  |
| Media, Electronics & Network                 |                         | 2,512                       |                      | 265   |    | 45            |    | 3,450                                |  |  |
| Chemical                                     |                         | 2,864                       |                      | 155   |    | 12            |    | 1,680                                |  |  |
| Mineral Resources & Energy                   |                         | 9,617                       |                      | 184   |    | 37            |    | 3,049                                |  |  |
| Consumer Goods & Service                     |                         | 5,876                       |                      | 625   |    | 33            |    | 2,815                                |  |  |
| Materials & Real Estate                      |                         | 2,561                       |                      | 334   |    | 100           |    | 5,476                                |  |  |
| Financial & Logistics                        |                         | 599                         |                      | 101   |    | 14            |    | 1,733                                |  |  |
| Domestic Regional Business Units and Offices |                         | 7,571                       |                      | 271   |    | 18            |    | 3,499                                |  |  |
| Overseas Subsidiaries and Branches           |                         | 8,064                       |                      | 384   |    | 46            |    | 4,723                                |  |  |
| Segment Total                                |                         | 63,563                      |                      | 3,458 |    | 454           |    | 41,471                               |  |  |
| Corporate and Eliminations                   |                         | (3,029)                     |                      | (45)  |    | 66            |    | 4,130                                |  |  |
| Consolidated                                 | \$                      | 60,534                      | \$                   | 3,413 | \$ | 520           | \$ | 45,601                               |  |  |

During the period, Construction & Real Estate business in "Domestic Regional Business Units and Offices" was reorganized to "Materials & Real Estate". The following effects of the reorganization are included in "Materials & Real Estate".

Total trading transactions \$314 millions, Gross trading profit \$73 millions,

Net income

\$ 65 millions, Segment assets

\$1,405millions